

STEVE LEVINE  
EXECUTIVE VICE PRESIDENT



Pequannock, New Jersey 07440-1992 USA  
Tel: 973 694-0500 ext. 4216 • Fax: 973 694-7189  
E-mail: slevine@bel-art.com

December 15, 2003

US Patent and Trademark Office  
Washington, DC 20231

To whom it may concern,

Bel-Art Products has been in discussion with Dr. Ashok K. Shukla of Glygen Corporation regarding his invention of a "magnetic pipettor". We are a leader in the manufacture of unique laboratory supplies and are interested in licensing this technology from Glygen Corporation because no such product is available on our market at the present time. This product has significant market potential, as it is helpful in preventing cross-contamination in the lab, assists in keeping the lab organized as well as saving valuable bench space.

Bel-Art has been in the laboratory products business since 1946. More recently we have specialized in products for the life science market including pipettors and pipettor clamps, as research and development have proliferated in this area. We are currently the world's largest manufacturer of Spinbar® magnetic stirring bars and offer the widest selection of test tube racks available. Therefore, we are interested in bringing the above magnetic pipettor technology into the market as soon as possible.

If you require further information from us, please feel free to contact me at your convenience.

Sincerely,

  
Steve Levine

SUBSIDIARIES: MADDAK, INC. • APPLIED COATINGS, INC. • D & S MARKETING, INC. • NUTECH MOLDING, INC.  
ADDITIONAL PLANTS IN: WAYNE, NEW JERSEY • KANSAS CITY, MISSOURI • HENDERSON, NORTH CAROLINA • POCOMOKE CITY, MARYLAND

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**ROBERT STEVENSON, Ph. D.**  
EDITOR OF SEPARATION SCIENCE

3338 CARLYLE TERRACE  
LAFAYETTE, CA 94549  
PHONE (925) 283-7619  
FAX (925) 283-5621  
EMAIL rsteven@attbi.com

December 12, 2003

Patent and Trademark Office  
Washington, D. C.

Dear Examiner,

I am writing on behalf of Dr. Ashok Shukla of Glygen Corp. He asked me for a review of the novelty and potential utility of a magnetic pipette.

First, the idea is novel in the laboratory field. As Editor of Separation Science for International Scientific Communications, Inc., I attend an average of three meetings and trade shows each month. These are in the US, Europe, and Asia. I have not seen any such product.

All pipettes that I'm aware of are stored either in a drawer or in a stand that has a clip or holster. None of these is satisfactory since the holders take up lab space and are prone to tipping over. Drawers need to be opened and closed and are really suitable only for long term storage. Since most lab benches use metal shelving, magnetic attachment for storage to the side of the shelf seems to be a major improvement in convenience. In five years, I expect that all pipettes will have a magnetic piece to facilitate temporary storage.

I'm eager to discuss this with you in person or on the phone.

Sincerely,

Sincerely,  


Robert Stevenson, Ph. D.

American Laboratory, International Laboratory, American Biotechnology Laboratory, American Environmental Laboratory, American Clinical Laboratory